A3940-1.54

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1991

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Averett College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
East Carolina University
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
University of Louisville - Engineering
Mars Hill College
Mary Washington College
Memphis State University
Mercer University - Atlanta
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
University of Montevallo
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Institute of Paper & Science
Presbyterian College
Queens College
Randolph-Macon Woman's College
Ringling School of Art & Design
Rollins College
St. Augustine's College
Samford university
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
University of South Carolina - Spartanburg
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1910. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 6, 1991, through June 5, 1991) and cumulatively (September 1, 1990, and June 5, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	125	611	$25155	$26364	$29000	$26000	$20000	311	2774	$25317	$26602	$29500	$26000	$20000
BUSINESS ADMIN (INCL MGMT	59	376	23585	23933	31000	21023	18000	159	966	22708	23616	30000	21000	17000
DISTRIBUTION MANAGEMENT	1	4	26400	29577	*	*	*	1	18	26400	27495	*	*	*
ECONOM & FINANCE (BANKING	97	441	23699	25890	30000	23000	19500	176	1238	23456	25913	28800	23000	18000
HOTEL/RESTAURANT MGMT.	6	69	22917	21100	*	*	*	13	118	21223	21127	*	*	*
HUMAN RSRCS (incl LABOR R	18	39	26622	24238	*	*	*	46	93	24308	24066	30000	24000	20000
MANAGEMENT INFO SYSTEMS	10	98	26690	29039	*	*	*	34	322	26349	28412	30000	27400	22000
MARKETING/MARK MGMT (RESR	63	346	22677	23718	28200	22000	18000	186	1081	23052	23850	29736	22725	18000
REAL ESTATE	1	1	20000	20000	*	*	*	3	7	19273	20760	*	*	*
COMMUNICATIONS														
ADVERTISING	2	9	17500	24667	*	*	*	11	51	20018	21866	*	*	*
COMMUNICATIONS	9	65	19911	23155	*	*	*	23	193	20082	22067	25000	21000	14000
JOURNALISM	3	30	22000	22821	*	*	*	13	103	18808	20586	*	*	*
TELECOMMUN/BROADCASTING	1	13	16000	22200	*	*	*	2	52	20000	23388	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	18	56	19414	20015	*	*	*	59	273	21717	20054	26000	22000	14000
PRE-ELEMENTARY EDUCATION	+	3	+	16167				7	30	22035	16599	*	*	*
PHYSICAL EDUCATION	2	4	19000	19750	*	*	*	9	29	20828	19314	*	*	*
SPECIAL EDUCATION	1	10	25000	20711	*	*	*	7	50	22548	22424	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	2	11	20000	21854	*	*	*	7	27	21071	21159	*	*	*
TEXTILES & CLOTHING	10	43	21828	21250	*	*	*	14	82	22827	21210	*	*	*
MERCHANDISING MANAGEMENT	+	13	+	21233				5	44	19660	21017	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	2	19	22500	21962	*	*	*	4	36	21488	21636	*	*	*
LETTERS (incl English, Li	8	44	21095	20966	*	*	*	26	112	20963	21490	26000	20250	18000
VISUAL & PERFORMING ARTS	1	13	18700	18520	*	*	*	8	63	22025	19646	*	*	*
HUMANITIES - OTHER	1	35	10000	23977	*	*	*	4	81	17375	22806	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	3	18	19767	23295	*	*	*	7	58	20320	21533	*	*	*
HISTORY	8	37	27250	25430	*	*	*	15	68	24713	23455	*	*	*
POLITICAL SCIENCE/GOVT	16	54	22753	24407	*	*	*	29	131	23207	23063	28000	24000	18000
PSYCHOLOGY	12	52	19663	21918	*	*	*	23	151	19281	20553	25000	20820	13105
SOCIOLOGY	8	21	22533	22206	*	*	*	15	63	20525	20119	*	*	*
SOCIAL SCIENCES-OTHER	9	46	16682	22570	*	*	*	18	127	17634	21536	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	21	27332	31568	*	*	*	5	123	27973	30434	*	*	*
AGRICULTURAL	+	5	+	30822				+	39	+	30878			
ARCHITECTURAL	+	10	+	32103				+	50	+	31193			
BIOENGINEERING & BIOMEDIC	+	3	+	32867				+	9	+	29567			
CHEMICAL	96	376	36673	37591	39780	37500	34500	108	1352	36635	37381	39660	37500	33400
CIVIL	40	264	30155	29902	37440	29100	26000	72	829	30237	29666	36400	29200	26438
COMPUTER	7	70	34243	33158	*	*	*	21	201	31438	32368	35100	32100	26252
ELECTRICAL/ELECTRONIC	127	537	32883	33298	37200	33400	27332	211	1642	32495	33191	37200	33100	27300

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$28000				+	6	+	$28983			
INDUSTRIAL	15	148	$31555	32199	*	*	*	28	414	$31681	32299	$35880	$31900	$28000
MECHANICAL	137	567	32887	33881	$37500	$34500	$26000	222	1893	32502	34007	37400	33400	26000
METALLURGICAL	3	35	30511	32473	*	*	*	6	151	30989	33400	*	*	*
MINING (INCL GEOLOGICAL)	+	9	+	32889				+	48	+	31504			
NUCLEAR	1	6	27300	32733	*	*	*	1	21	27300	32447	*	*	*
PETROLEUM	+	27	+	40090				+	181	+	38972			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	3	47	34188	34088	*	*	*	13	180	28597	29697	*	*	*
INDUSTRIAL TECHNOLOGY	2	17	23850	30004	*	*	*	2	35	23850	28645	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	3	19	25500	25019	*	*	*	6	74	22750	23145	*	*	*
ANIMAL SCIENCES	+	2	+	33500				2	29	20670	22557	*	*	*
PLANT SCIENCES	+	3	+	18467				+	15	+	20140			
NATURAL RESOURCES	+	2	+	19500				1	12	17400	20588	*	*	*
OTHER AGRICULTURAL SCIENC	6	10	21667	22970	*	*	*	9	37	23244	24158	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	37	220	28960	31122	33840	30000	22200	73	762	28585	30680	33840	29000	22067
COMPUTER PROGRAMMING	5	16	26768	26392	*	*	*	15	35	29349	27216	*	*	*
INFORMATION SCIENCES & SY	3	58	33000	30187	*	*	*	24	200	27809	29344	30000	28300	23500
SYSTEMS ANALYSIS	1	2	31200	33450	*	*	*	3	8	26053	27433	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	2	96	28500	30809	*	*	*	4	155	23746	29654	*	*	*
HEALTH SCIENCES	4	9	21275	22279	*	*	*	8	41	18594	20941	*	*	*
NURSING	16	161	30038	32000	*	*	*	20	250	29770	30801	35000	30000	24000
PHARMACY	15	28	38519	39082	*	*	*	40	56	39122	39439	43160	39520	35000
SCIENCES														
ACTUARIAL	+	20	+	33708				+	26	+	32309			
ARCHITECTURAL & ENVIRONME	+	2	+	36500				3	18	28567	27578	*	*	*
BIOLOGICAL	1	13	38000	24672	*	*	*	8	[illegible]	21658	21457	*	*	*
CHEMISTRY	3	29	23233	25951	*	*	*	6	[illegible]	25067	27108	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	2	+	30000				1	[illegible]	29500	28380	*	*	*
MATHEMATICS	18	66	27894	28995	*	*	*	31	162	26960	27978	32200	28000	21023
PHYSICS	+	6	+	27207				3	21	29300	28530	*	*	*
OTHER PHYSICAL & EARTH SC	+	2	+	32520				+	7	+	25084			
POLYMER SCIENCE	1	1	32600	32600	*	*	*	1	3	32600	34367	*	*	*
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	1043	5492						2182	17694					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	88	407	$25821	$26828	$29100	$26000	$21500	214	2044	$26286	$27158	$30500	$26500	$22000
ACCOUNTING (PRIVATE)	41	239	23740	25752	28000	24000	19440	106	775	23039	25180	27800	23110	18000
COMMERCIAL BANKING (CNSMR	25	46	20300	21336	24000	21000	15000	48	107	21107	21970	24500	22000	15500
COMMERCIAL BANKING (LENDG	5	52	21200	23366	*	*	*	6	137	21917	23780	*	*	*
INVESTMT BANKING (CORP FN	3	20	31667	30614	*	*	*	6	43	28583	29041	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	32000				+	5	+	30600			
INVESTMT BANKG (REAL EST)	+	2	+	27500				1	6	17500	21750	*	*	*
INVESTMT BANKG (SALES & T	1	9	16500	27067	*	*	*	2	26	17500	24777	*	*	*
FINANCIAL/TREASURY ANALYS	13	128	28713	27735	*	*	*	29	404	25697	27443	31200	25200	18872
PORTFOLIO MGMT/BROKERAGE	4	23	23475	27209	*	*	*	11	50	24264	25137	*	*	*
UNDERWRITING	6	36	23550	24585	*	*	*	25	139	22616	24433	25000	23500	20000
INSURANCE - CLAIMS	4	39	20625	22997	*	*	*	19	113	21961	22785	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	22323				8	32	19488	20515	*	*	*
MEDIA PLANNING	+	10	+	18614				2	17	18000	20232	*	*	*
REPORTING	1	9	20000	23400	*	*	*	4	22	14440	18422	*	*	*
PRODUCTION	3	15	17333	22816	*	*	*	4	55	16504	24295	*	*	*
PUBLIC RELATIONS	6	20	20377	21533	*	*	*	10	54	21408	20463	*	*	*
WRITING / EDITING	1	11	21500	21363	*	*	*	4	38	21250	20671	*	*	*
MARKETING														
ADVERTISING	5	17	24360	23224	*	*	*	7	43	21614	21360	*	*	*
BRAND/PRODUCT MANAGEMENT	5	27	28220	25951	*	*	*	26	125	24323	24443	31000	22750	18000
BUYER/MERCHANDISING	14	122	22629	23710	*	*	*	23	303	22378	23517	25000	21000	21000
DISTRIBUTION	3	10	18640	25106	*	*	*	9	46	21991	26051	*	*	*
MARKET RESEARCH	8	25	26433	25942	*	*	*	18	77	25353	25448	*	*	*
PURCHASING	+	8	+	33440				2	32	22250	27716	*	*	*
SALES	74	350	24819	25667	32000	25100	18000	187	1080	24061	25372	31000	24600	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	7	+	23423				2	32	21150	20765	*	*	*
FINANC,TAXA, MONETARY POL	5	16	19726	21026	*	*	*	14	80	21700	22655	*	*	*
ECONOMIC PROGRAMS	1	10	25418	21486	*	*	*	3	17	24473	21721	*	*	*
LAW ENFORCEMENT	7	25	19150	23342	*	*	*	16	59	21140	23076	*	*	*
MILITARY	16	25	23188	23440	*	*	*	23	55	23573	23685	26000	24000	21000
NATIONAL SECURITY	+	1	+	27000				1	9	20000	20956	*	*	*
URBAN / REGIONAL PLANNING	2	2	19500	19500	*	*	*	5	10	21764	19183	*	*	*
ENGINEERING														
BIOENGINEERING	+	3	+	30200				+	9	+	27622			
DESIGN / CONSTRUCT	71	291	30504	30892	35340	30000	25000	115	877	30439	30766	35000	30000	25000
ENVIRONMENTAL/SANITATION	16	56	32828	31853	*	*	*	24	159	32796	30989	37500	32250	28500
MANUFACTURING/INDUSTRIAL	42	264	33402	34018	37500	34010	29000	81	980	32581	33930	37200	33400	27000
SYSTEMS / PROGRAMMING	20	74	33264	32300	36900	33770	27500	33	241	31659	32238	36000	32100	27500
POWER SYSTEMS	19	83	32199	33351	*	*	*	31	233	31748	33217	35000	32760	28522
SOFTWARE DESIGN & DEVELOP	12	77	33615	33724	*	*	*	22	206	31828	32869	34000	31700	27500
HARDWARE DESIGN & DEVELOP	7	51	33043	34041	*	*	*	20	191	31432	33709	34170	33120	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	45	93	$34026	$34602	$38400	$35400	$27332	65	328	$33789	$34268	$38600	$35000	$27332
TESTING	14	38	30541	30612	*	*	*	20	145	29822	30692	35900	28250	26252
PROCESS ENGINEERING	61	267	37245	37737	39950	38000	35000	72	1072	36921	37658	39936	37630	34800
PROJECT ENGINEERING	82	341	34257	34080	38000	35640	27812	117	1113	33807	34092	37956	35000	27500
OTHER ENGINEERING	36	494	32419	33341	38000	33000	26438	74	1480	31898	32821	37500	32450	26500
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	2	7	23260	19789	*	*	*	4	28	24130	23074	*	*	*
INDUSTRIAL HYGIENE	+	3	+	24233				+	5	+	24106			
MEDICAL TECHNOLOGY	3	14	24700	27564	*	*	*	5	44	22679	24765	*	*	*
NURSES / PERSONAL CARE	16	160	30038	31947	*	*	*	20	245	29770	30640	35000	30000	24000
OCCUPATIONAL THERAPY	+	20	+	29412				+	38	+	29627			
PHARMACIST	15	28	38519	39082	*	*	*	40	57	39122	39213	43160	39520	35000
PHYSICAL THERAPY	+	20	+	31630				1	24	11648	29532	*	*	*
RESPIRATORY THERAPY	1	1	27600	27600	*	*	*	2	5	27800	32651	*	*	*
OTHER HEALTH RELATED	1	62	15600	29176	*	*	*	4	123	15605	26394	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	7	14	19634	19138	*	*	*	9	34	20604	20069	*	*	*
COUNSELING	5	17	16605	17866	*	*	*	9	62	16612	17107	*	*	*
FUNDRAISING / DEVELOPMENT	2	3	21500	18500	*	*	*	2	4	21500	17685	*	*	*
SOCIAL WORK	5	16	15489	18278	*	*	*	8	55	15910	17470	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	19	151	28818	28899	*	*	*	61	576	27826	28799	33020	27500	22200
INFORMATION SYSTEMS	10	75	27521	30816	*	*	*	36	253	27527	29911	33500	28250	22000
SYSTEMS ANALYSIS & DESIGN	11	95	31973	30889	*	*	*	33	344	29518	30178	33500	28800	26000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	29	+	32700				1	50	28600	32220	*	*	*
AGRICULTURE/NAT'L RESOURC	2	13	25500	20954	*	*	*	4	91	20460	21863	*	*	*
ARCHITECTURE	+	2	+	36500				1	10	30000	28290	*	*	*
CONSULTING	26	183	29385	29328	32500	28850	26000	45	491	29258	29214	32500	29000	25000
HUMAN RESRCS /INDUS RELS	7	31	29429	25484	*	*	*	22	95	24096	23651	30000	23100	18000
MANAGEMENT TRAINEE	118	547	22528	22823	29000	21500	19000	240	1354	22136	22764	27000	21012	18000
MATH/STATISTICIANS	2	10	22776	23959	*	*	*	8	33	22279	23647	*	*	*
PARALEGAL	+	16	+	21706				4	25	18000	20592	*	*	*
RESEARCHERS NON-TECHNICAL	1	6	18700	21157	*	*	*	3	13	21233	22612	*	*	*
RESEARCHERS - TECHNICAL	1	17	24000	27590	*	*	*	3	43	28900	28678	*	*	*
TEACHING	23	109	20283	20291	26000	20241	14200	108	523	21574	20475	26000	21850	18000
TOTALS	1043	5492						2182	17694					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	29	57	$29662	$30961	$32500	$30000	$26000	40	239	$30071	$31257	$34000	$30000	$27000
MBA--NON-TECH	30	107	34678	33959	46000	35132	23000	95	362	33832	35225	40500	33500	25000
MBA--TECH	6	20	40493	38099	*	*	*	16	79	39403	39402	*	*	*
MS-BUSINESS	2	18	33500	40982	*	*	*	3	39	31167	42121	*	*	*
ECONOMICS & FINANCE (BANK	+	88	+	38966				+	235	+	41841			
HUMAN RESOURCES (INCL LAB	6	21	34600	39090	*	*	*	10	53	31711	38700	*	*	*
MANAGEMENT INFORMATION SY	+	17	+	36666				+	33	+	35820			
MARKETING/MKTNG MGT (RESE	+	41	+	40678				1	141	42000	43503	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	2	+	34900				1	8	32800	29320	*	*	*
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	20000				5	16	23017	23926	*	*	*
ELEMENTARY EDUCATION	1	2	28000	25500	*	*	*	1	29	28000	24354	*	*	*
PHYSICAL EDUCATION	+	2	+	24250				+	7	+	23286			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	4	+	23784				+	14	+	23764			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	16650			
LETTERS	+	3	+	29394				1	7	24000	26026	*	*	*
VISUAL & PERFORMING ARTS	+	3	+	23967				+	5	+	22845			
HUMANITIES - OTHER	+	5	+	33968				+	9	+	32760			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	1	+	22145				+	1	+	22145			
PSYCHOLOGY	1	2	19000	19500	*	*	*	1	12	19000	23209	*	*	*
SOCIOLOGY	+	+	+	+				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	+	+	+				2	13	23000	30853	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	4	+	35970				+	15	+	35934			
AGRICULTURAL	+	1	+	35400				+	3	+	30800			
BIOENGINEERING & BIOMEDIC	+	1	+	27950				+	3	+	31150			
CHEMICAL	3	24	40667	41462	*	*	*	4	68	40375	40352	*	*	*

continued

SCPA REGIONAL Report No. 5 JULY 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91 NUMBER OF OFFERS REGIONAL	NATIONAL	AVERAGE $ OFFERS REGIONAL	NATIONAL	PERCENTILES' 90TH	50TH	10TH	CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 NUMBER OF OFFERS REGIONAL	NATIONAL	AVERAGE $ OFFERS REGIONAL	NATIONAL	PERCENTILES' 90TH	50TH	10TH
CIVIL	4	39	$37425	$35077	*	*	*	8	112	$36963	$34912	*	*	*
COMPUTER	+	11	+	38264				+	18	+	39297			
ELECTRICAL/ELECTRONIC	3	55	39333	39012	*	*	*	6	173	36848	38658	*	*	*
INDUSTRIAL	2	11	33085	38253	*	*	*	3	32	33390	36989	*	*	*
MECHANICAL	12	51	32900	36980	*	*	*	13	165	32754	37856	*	*	*
METALLURGICAL	+	5	+	37552				+	24	+	37917			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	5	+	39048				+	7	+	38691			
PETROLEUM	+	4	+	47150				+	31	+	44097			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	2	5	22869	34147	*	*	*	2	9	22869	28291	*	*	*
HEALTH SCIENCES	+	3	+	24240				2	17	30500	25895	*	*	*
NURSING	+	4	+	55500				+	4	+	55500			
SCIENCES														
AGRICULTURAL & NATL RESOU	1	1	30000	30000	*	*	*	3	7	28333	26671	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				1	1	28080	28080	*	*	*
BIOLOGICAL	+	2	+	26000				2	5	24679	24012	*	*	*
CHEMISTRY	1	6	35220	36657	*	*	*	1	13	35220	34411	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	16	57	38100	38404	*	*	*	29	137	37809	37710	$45000	$39000	$30000
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	4	+	38755				+	34	+	37134			
MATHEMATICS (INCL ACTUARI	1	6	20000	30334	*	*	*	2	18	23750	29206	*	*	*
PHYSICS	+	+	+	+				+	3	+	27219			
POLYMER	+	2	+	34980				+	2	+	34980			
TOTALS	120	695						252	2229					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 5/6/91 THROUGH 6/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	7	60	$36214	$41173	*	*	*	44	184	$44499	$44328	$53000	$45760	$28000
MBA--TECH	5	26	46600	49085	*	*	*	19	71	48284	48762	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	10	97	50178	48008	*	*	*	79	300	48727	48622	60000	48000	39000
MBA--TECH	6	58	48603	53184	*	*	*	36	161	49074	52801	56160	50500	40000
OVER 4 YEARS														
MBA--NON-TECH	9	264	43894	52026	*	*	*	48	407	46898	50782	55000	47750	36000
MBA--TECH	8	117	50550	54295	*	*	*	20	196	51825	53706	58500	52500	45000
TOTALS	45	622						246	1319					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 5/6/91 THROUGH 6/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	16	+	$59894				+	26	+	$58458			
ECONOMICS	+	2	+	43000				+	2	+	43000			
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	43417				+	11	+	40597			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	45000				2	3	$32500	36667	*	*	*
FOREIGN LANGUAGES	+	+	+	+				1	2	45739	36870	*	*	*
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	4	+	38250				+	9	+	45078			
SOCIOLOGY	+	1	+	40000				+	1	+	40000			
SOCIAL SCIENCES	+	+	+	+				1	1	30000	30000	*	*	*
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	47	+	53612				+	75	+	53114			
CIVIL	+	+	+	+				+	6	+	41499			
COMPUTER	+	3	+	55833				+	5	+	54400			
ELECTRICAL/ELECTRONIC	+	17	+	56414				+	29	+	56164			
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	7	+	44883				+	12	+	46196			
METALLURGICAL	+	5	+	51212				+	18	+	48739			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	3	+	46183				+	4	+	43638			
BIOLOGICAL	1	2	$41250	33125	*	*	*	2	6	37400	31800	*	*	*
CHEMISTRY	1	15	45000	48665	*	*	*	1	66	45000	48608	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	1	+	46000				+	10	+	52184			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	3	+	38100				+	5	+	38860			
POLYMER	1	1	52500	52500	*	*	*	2	6	52950	48417	*	*	*
TOTALS	3	134						9	307					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26458 208 35000/22000			22761 9		40000 1	25600 2	22625 4	24600 1
BUSINESS ADMIN (INCL MGMT	26375 4			21341 17		23500 2	24296 5	28750 2	20000 1
ECONOM & FINANCE (BANKING	25200 7	27500 2		21748 44 26000/20000	21250 8	18280 2	26164 11	25375 4	
HUMAN RSRCS (incl LABOR R				23800 5			27000 2	30800 1	
MANAGEMENT INFO SYSTEMS	32500 1					26800 3	25732 13	28500 1	28000 1
MARKETING/MARK MGMT (RESR	25000 1			21750 4	25000 2	28200 5	23338 8	26000 1	25000 1
REAL ESTATE				20000 1					
ADVERTISING		17760 5				24000 1			
COMMUNICATIONS		19500 2		20000 1		13333 3			
JOURNALISM		17400 2				22500 2			
TELECOMMUN/BROADCASTING						16000 1			
HUMAN ECOLOGY (HOME ECONO				22000 1					
FOREIGN LANGUAGES				20000 1					
LETTERS (incl English, Li				23500 2		17000 1	22500 2		
VISUAL & PERFORMING ARTS		35000 1							
HUMANITIES - OTHER				10000 1					
HISTORY				20000 1	45000 1		21000 1	23000 1	
PSYCHOLOGY				17110 2		18500 1			
SOCIOLOGY				15000 1					
SOCIAL SCIENCES-OTHER				16200 1					
CHEMICAL								33986 4	37400 1
CIVIL			29000 1			28000 1		28625 4	29664 11
COMPUTER						26500 1	31313 6	33500 1	

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ELECTRICAL/ELECTRONIC			29016 1			34000 2	31200 3	30182 9	25800 4
INDUSTRIAL						28000 1			
MECHANICAL			28600 2				33494 5	33000 5	31477 5
ENGINEERING TECHNOLOGY							27075 4		
COMPUTER SCIENCE	27000 1			26500 1		30290 2	27045 18	30020 5	21700 2
COMPUTER PROGRAMMING					25700 1		30500 5	31500 2	
INFORMATION SCIENCES & SY						29000 1	27643 7		
ARCHITECTURAL & ENVIRONME			30000 1						
GEOLOGY & GEOLOGICAL SCI									29500 1
MATHEMATICS				23600 2		26200 1	31400 2	28083 6	

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	24000 2		19000 2	23490 3		18540 5			
BUSINESS ADMIN (INCL MGMT	20625 4	18175 4	24500 2	20925 8		20817 47 32400/18000			
ECONOM & FINANCE (BANKING	23848 21 37000/18000			22007 15	21000 1	21739 18			16000 1
HOTEL/RESTAURANT MGMT.		20617 6	21743 7						
HUMAN RSRCS (incl LABOR R	16000 1		28900 1	23369 21 29000/20000	21000 1	24000 1	16000 1		18000 1
MANAGEMENT INFO SYSTEMS	23000 1			26500 2		24000 1			
MARKETING/MARK MGMT (RESR	22300 4	21350 2	23500 4	23813 8	20000 5	21108 45 25500/18000	21000 2		20000 1
ADVERTISING						21000 1			
COMMUNICATIONS		14000 1		24375 1		20921 8			13960 1
JOURNALISM						21000 1			13000 1
ELEMENTARY EDUCATION						11000 1		10700 1	
PHYSICAL EDUCATION						19000 2			
TEXTILES & CLOTHING						20469 7			
MERCHANDISING MANAGEMENT						19660 5			
FOREIGN LANGUAGES			22100 1	25000 1					
LETTERS (incl English, Li				26280 1	18500 1	24000 1			
VISUAL & PERFORMING ARTS									23500 1
HUMANITIES - OTHER				12000 1	20000 1				
CRIMINAL JUSTICE					16500 1				
HISTORY	30000 1					20300 3			20000 1
POLITICAL SCIENCE/GOVT	27000 1	21000 1		25667 3		22543 7	18500 1		
PSYCHOLOGY						22492 6			
SOCIOLOGY			27000 1			18850 4			

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
SOCIAL SCIENCES-OTHER	21000 1				18500 2	11440 1			
COMPUTER					28000 1		50000 1		
MECHANICAL							30000 1		
OTHER AGRICULTURAL SCIENC						22000 1			
COMPUTER SCIENCE	25000 1			25228 5					
COMPUTER PROGRAMMING				23250 2					
INFORMATION SCIENCES & SY	23000 3			27804 6					
SYSTEMS ANALYSIS				24960 1					
PHARMACY						40832 26 44000/39000			
BIOLOGICAL		38000 1							
MATHEMATICS	28000 1			32867 3					

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			24000 2	25940 7	15565 3	21048 9	22023 14	21250 2	22750 2
BUSINESS ADMIN (INCL MGMT		30000 1	21525 4		20667 3	21797 11	24000 2	20002 2	
ECONOM & FINANCE (BANKING			26005 2	25027 5		22081 8			
HUMAN RSRCS (incl LABOR R			30000 1	23200 1	22000 1	22000 1			
MANAGEMENT INFO SYSTEMS			24946 1	30000 1				23400 1	
MARKETING/MARK MGMT (RESR	19200 1		21125 4	17000 1	21400 2	21500 1	25418 1		17000 1
REAL ESTATE	17000 1						20820 1		
ADVERTISING					28900 1			—	
COMMUNICATIONS					24000 1	22098 2			
JOURNALISM					18500 1		21600 1		
ELEMENTARY EDUCATION					22098 57 26196/18000				
PRE-ELEMENTARY EDUCATION					22035 7				
PHYSICAL EDUCATION					21350 7				
SPECIAL EDUCATION					22548 7				
HUMAN ECOLOGY (HOME ECONO				26500 1	19750 2	21000 1			
TEXTILES & CLOTHING		24000 1							
FOREIGN LANGUAGES					18850 1				
LETTERS (incl English, Li	19000 1				20058 8	22000 1	20400 2		
VISUAL & PERFORMING ARTS					18425 4				
HUMANITIES - OTHER						27500 1			
CRIMINAL JUSTICE						17300 1	21688 5		
HISTORY							30000 1		
POLITICAL SCIENCE/GOVT					26000 1	22572 3	20800 5		

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
PSYCHOLOGY					14000 1	23012 2	17853 3	15600 1	17000 1
SOCIOLOGY						18744 1	19218 1	11520 1	
SOCIAL SCIENCES-OTHER					20320 3		14207 3		20000 1
AEROSPACE & AERONAUTICAL					27500 2	27332 1			
CHEMICAL		36040 2			19000 1	26091 4	28500 1		
CIVIL			28394 10	31665 5		26250 6	29172 9		
COMPUTER						26252 2			
ELECTRICAL/ELECTRONIC		32760 4	34284 3	31982 22 35000/31050	30971 4	27175 28 33962/25000	29500 1		
INDUSTRIAL				30863 2		24667 2			
MECHANICAL		33000 1	31500 2	32310 10	26000 1	26013 21 37800/22067	27341 4		
METALLURGICAL						27332 1			
NUCLEAR						27300 1			
ENGINEERING TECHNOLOGY				31192 2					
INDUSTRIAL TECHNOLOGY						21000 1			
ANIMAL SCIENCES					19500 1				
NATURAL RESOURCES							17400 1		
OTHER AGRICULTURAL SCIENC							22700 1		
COMPUTER SCIENCE		26000 1	27600 2	28625 4	22000 1	22356 3	17400 2		
COMPUTER PROGRAMMING	26000 1								
INFORMATION SCIENCES & SY			27300 3		28000 1				
SYSTEMS ANALYSIS									22000 1
ALLIED HEALTH							14688 1	22648 2	35000 1
HEALTH SCIENCES							18000 1	18150 5	15000 1

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
NURSING						30000 2		29663 16	30400 2
PHARMACY								35552 11	34500 2
BIOLOGICAL		17500 2			18000 2	13440 1	20820 1		
CHEMISTRY								18700 1	
MATHEMATICS					19929 3	21749 5			

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING	19000 1				27000 1		24660 2	22800 6	
BUSINESS ADMIN (INCL MGMT	16000 1	19600 1			26000 1	25000 1		20475 4	31500 2
DISTRIBUTION MANAGEMENT							26400 1		
ECONOM & FINANCE (BANKING			27000 1		25000 1		29167 3		30920 4
HUMAN RSRCS (incl LABOR R			22000 1						
MANAGEMENT INFO SYSTEMS						30000 1			
MARKETING/MARK MGMT (RESR				14500 1		27500 2	25579 3	19767 6	26978 12
COMMUNICATIONS	17500 1								
JOURNALISM					19000 1				
LETTERS (incl English, Li			18000 1						27000 1
HISTORY								16800 1	
POLITICAL SCIENCE/GOVT				28000 1					
PSYCHOLOGY	12000 1		20000 1						
SOCIOLOGY				23000 1					
SOCIAL SCIENCES-OTHER			17140 5						
CHEMICAL					36540 2				36867 30 38500/35500
CIVIL					29184 1			28333 9	33177 3
COMPUTER					29000 1				35100 1
ELECTRICAL/ELECTRONIC					30967 10	34690 2	33600 3	32592 8	37033 8
INDUSTRIAL					28200 3	34750 1	32850 2	31000 2	36330 2
MECHANICAL					31667 12		33015 19	30693 15	35797 23 42000/33000
METALLURGICAL								30000 1	
ENGINEERING TECHNOLOGY					20000 1				

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
AGRIBUSINESS						24500 3			21000 1
ANIMAL SCIENCES								21840 1	
OTHER AGRICULTURAL SCIENC						20500 3			
COMPUTER SCIENCE									38400 1
COMPUTER PROGRAMMING								27500 1	
HEALTH SCIENCES			25000 1						
PHARMACY									43160 1
ARCHITECTURAL & ENVIRONME							26500 1	29200 1	
BIOLOGICAL									30000 1
CHEMISTRY									19500 2
MATHEMATICS									25800 1
PHYSICS								28500 1	29700 2

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	26700	2	27667	3	25532	2			26820	1			26000	1	27060	5	29000	1
BUSINESS ADMIN (INCL MGMT	27400	3	28500	1	30640	5	36500	1	19800	1			31000	1	27333	3	29850	2
ECONOM & FINANCE (BANKING	29000	1	24000	1	25567	3									26800	2	29000	2
HUMAN RSRCS (incl LABOR R	33000	1			34000	1									29167	3		
MANAGEMENT INFO SYSTEMS	24000	1	30000	1											30000	1	17100	1
MARKETING/MARK MGMT (RESR	24043	7	23693	4	24040	5	23913	8							26000	1	26850	6
ADVERTISING													18500	1				
COMMUNICATIONS					32500	1												
JOURNALISM	25200	1			20000	1												
TELECOMMUN/BROADCASTING					24000	1												
HISTORY	30000	2					25000	1										
POLITICAL SCIENCE/GOVT			27000	1	24000	1									28500	2		
PSYCHOLOGY					26000	1												
SOCIOLOGY					18000	1									29000	2		
SOCIAL SCIENCES-OTHER					22500	1												
CHEMICAL			37000	2									38000	1	37761	5	39193 41000/38000	20
CIVIL									29650	2					37000	1	37438	9
COMPUTER	28900	3	32673	3														
ELECTRICAL/ELECTRONIC	33743	15	33143 37200/30000	26			37500	1	33253	6			38500	1	36364	11	36074	15
INDUSTRIAL	34664	2	33900	2	34000	1	34800	1					31000	1	33540	2		
MECHANICAL	30750	2	33270	15					28800	2	32000	1	32450	2	36071	10	37153	17
METALLURGICAL	34200	1							32400	1								
ENGINEERING TECHNOLOGY	34500	1	25500	2	29000	1												

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE	METALS & METAL		MINING	PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
INDUSTRIAL TECHNOLOGY			26700	1												
AGRIBUSINESS					25500	1		16500	1							
OTHER AGRICULTURAL SCIENC					23500	2					35000	1				
COMPUTER SCIENCE	33532	10	33716	3				30000	2				31800	1	37000	1
COMPUTER PROGRAMMING	33920	2	31200	1												
INFORMATION SCIENCES & SY	42000	1	27200	1									30000	1		
SYSTEMS ANALYSIS															31200	1
CHEMISTRY															31500	1
MATHEMATICS	33000	1						32000	1				30000	1	28200	1

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING							18000	2	22750	2	27600	1	20448	5
BUSINESS ADMIN (INCL MGMT	15600	1			20000	1			26805	4	17000	1	26042	6
ECONOM & FINANCE (BANKING									26100	5	31200	1	21667	3
HUMAN RSRCS (incl LABOR R									26000	1				
MANAGEMENT INFO SYSTEMS									27750	2			27000	1
MARKETING/MARK MGMT (RESR	18000	1	30000	1	22000	1			22940	5	25500	3	23738	16
ADVERTISING	26000	1									13000	1		
COMMUNICATIONS													25000	1
JOURNALISM													13200	2
HUMAN ECOLOGY (HOME ECONO					21000	1							17500	1
TEXTILES & CLOTHING									25383	6				
LETTERS (incl English, Li													20000	4
VISUAL & PERFORMING ARTS	22000	2												
HISTORY													19000	1
POLITICAL SCIENCE/GOVT	18000	1					20000	1						
PSYCHOLOGY	17202	3												
SOCIOLOGY													21000	2
AEROSPACE & AERONAUTICAL													28768	2
CHEMICAL									37690	5	37202 41000/34800	26	34950	4
COMPUTER													33000	1
ELECTRICAL/ELECTRONIC			33500	2	35400	1			35404	5	33972	12	32715	4
INDUSTRIAL									31750	2	32800	1	28000	1
MECHANICAL			32000	2	33750	6			33800	11	33863	13	30720	15

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
METALLURGICAL				31000 2			
ENGINEERING TECHNOLOGY							33290 2
OTHER AGRICULTURAL SCIENC						21000 1	
COMPUTER SCIENCE					28325 2	29550 2	34067 3
CHEMISTRY				31200 1		30000 1	
MATHEMATICS					22724 1	32000 1	32200 1
POLYMER SCIENCE							32600 1

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26438 221 35000/22000	21050 12		21483 91 30000/16500	24091 11	22975 22 40000/16000	25039 44 33000/20000	25557 14	24400 4
BACHELOR - TECHNICAL	27000 1		29043 5	24567 3	25700 1	29587 9	29057 50 38000/23500	30616 36 36500/27500	29049 24 37500/24500

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	23264 36 37000/16500	19579 14	22844 18	22920 64 35000/19500	19500 12	20882 164 32400/17000	19125 4	10700 1	17780 7
BACHELOR - TECHNICAL	24400 5	38000 1		27237 17	28000 1	40135 27 44000/39000	40000 2		

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	18400 3	27000 2	23254 14	25213 16	21450 110 28900/15000	21758 42 31750/20000	21097 30000/1[illegible]	19003 7	19900 5
BACHELOR - TECHNICAL	26000 1	29712 10	29345 20 34380/26438	31636 45 36948/28800	24323 16	25937 78 37800/22000	25378 22 33000/18000	29155 35 40000/22000	28829 7

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	16125 4	19600 1	19189 9	21833 3	24250 4	27500 4	26662 9	20829 17	28285 19
BACHELOR - TECHNICAL			25000 1		30851 30 40000/27600	26570 9	32811 25 35900/31000	30133 39 36980/25000	35390 76 43160/32000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26394 18	26116 11	26181 23 36000/20800	25280 10	23310 2		25167 3	27863 19	27075 12
BACHELOR - TECHNICAL	33435 38 42000/29500	32819 56 37500/28000	27100 5	36150 2	30488 15	32000 1	34567 6	35794 32 39200/33500	37252 65 41000/34000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	19245 9	30000 1	21000 3	18667 3	25269 25 34000/21000	23614 7	
BACHELOR - TECHNICAL		32750 4	33986 7	31067 3	33852 26 39950/30000	34913 57 41000/30000	

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	32991 10			36533 15	38000 1	32425 4	29680 5	34150 10	
MBA--TECH	40000 1			55000 1	43100 1			35900 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH			28100 5	35000 3	27500 1	41300 1			
MBA--TECH	30000 1								

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH			36300 3	22800 2		30569 3	24140 2	30000 1	
MBA--TECH				41363 2		33430 1			

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH							32900 2		41909 8
MBA--TECH					38500 1				35700 3

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	35333 3	38000 1	25200 1						36100 3
MBA--TECH								42000 1	40500 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH	42600 2		35000 1		38000 1	33675 4	22767 3
MBA--TECH				41700 1			

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26393 206 35000/22000	23216 90 30600/18000	21425 2						21181 4
BUSINESS ADMIN (INCL MGMT		21171 6	20380 10	25500 2					26750 2
ECONOM & FINANCE (BANKING	23900 6	21593 6	21500 28 25500/18000	20167 3	23750 4		17500 1	16500 1	26505 16
HUMAN RSRCS (incl LABOR R			23000 2						25000 1
MARKETING/MARK MGMT (RESR	18000 1		23750 2		31500 1			18500 1	27000 1
REAL ESTATE				20000 1					
FOREIGN LANGUAGES			20000 1						
LETTERS (incl English, Li			26000 1						
HUMANITIES - OTHER			10000 1						
HISTORY					45000 1				
POLITICAL SCIENCE/GOVT									27000 1
PSYCHOLOGY									12720 1
SOCIOLOGY			15000 1						
ELECTRICAL/ELECTRONIC		28100 1							
COMPUTER SCIENCE	27000 1								25000 1
INFORMATION SCIENCES & SY		18000 1							
BIOLOGICAL									38000 1
MATHEMATICS		25000 2							28200 1

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
ACCOUNTING		20000 1							
BUSINESS ADMIN (INCL MGMT	21250 2	18000 1	21750 4						
ECONOM & FINANCE (BANKING	24750 4	22757 7	21488 4						18000 1
HUMAN RSRCS (incl LABOR R	29000 1	23325 8	21631 5				26000 1		
MANAGEMENT INFO SYSTEMS		26000 1							
MARKETING/MARK MGMT (RESR	22700 2	23700 5	21750 2						
ADVERTISING				15000 1				21450 2	
COMMUNICATIONS			24375 1	14000 2	17500 1	13960 1	12008 2	20000 1	
JOURNALISM					18500 1	11900 2		18600 2	
TELECOMMUN/BROADCASTING							16000 1		
FOREIGN LANGUAGES		25000 1							
LETTERS (incl English, Li			26280 1					18131 2	22333 3
VISUAL & PERFORMING ARTS				22580 5					
HUMANITIES - OTHER		12000 1							
HISTORY	30000 1					20000 1			
ITICAL SCIENCE/GOVT			21000 2					25906 3	
SOCIAL SCIENCES-OTHER	21000 1								

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING							40000 1	25000 1	22943 3
BUSINESS ADMIN (INCL MGMT		27438 4	22000 4	17000 2	31850 2	26000 1	22553 30 33000/17000		22930 5
DISTRIBUTION MANAGEMENT				26400 1					
ECONOM & FINANCE (BANKING	27500 2	26625 4	24250 2		24000 3		25444 17		21681 4
HUMAN RSRCS (incl LABOR R		21000 1					24127 11		
MANAGEMENT INFO SYSTEMS							24400 1		
MARKETING/MARK MGMT (RESR		22167 11	22370 10	26333 3	24125 12		23745 75 35000/18000		16800 1
ADVERTISING	16833 3					18500 1	22433 3		
COMMUNICATIONS	25000 1		21000 1				24420 5		
JOURNALISM	20800 1			28000 1			22600 2		
TELECOMMUN/BROADCASTING							24000 1		
ELEMENTARY EDUCATION							11000 1		
HUMAN ECOLOGY (HOME ECONO							21667 3		
TEXTILES & CLOTHING							26250 2		
MERCHANDISING MANAGEMENT		17500 1	22500 1						
FOREIGN LANGUAGES							22100 1		
LETTERS (incl English, Li		20000 1	24000 1	17000 1			23500 2		
CRIMINAL JUSTICE								17300 1	
HISTORY		21000 1	18900 1				26500 4		
POLITICAL SCIENCE/GOVT			21000 1				24750 4		
PSYCHOLOGY			21600 1	13520 1			19021 5		
SOCIOLOGY							20467 3		
SOCIAL SCIENCES-OTHER							11440 1		

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
CHEMICAL							35000 1		
CIVIL		31000 1							
ELECTRICAL/ELECTRONIC					31160 1				
INDUSTRIAL		31800 1					31113 2		
MECHANICAL							32233 6		
METALLURGICAL							30000 1		
AGRIBUSINESS			25500 1				21000 1		
ANIMAL SCIENCES							21840 1		
COMPUTER SCIENCE									16800 1
ARCHITECTURAL & ENVIRONME							26500 1		
BIOLOGICAL		30000 1							
PHYSICS							30250 2		

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
ACCOUNTING		22000 1							
BUSINESS ADMIN (INCL MGMT	24000 1	21023 1	25013 2	20000 1					36250 2
ECONOM & FINANCE (BANKING	24000 1	16000 1	22506 4		27000 1				24000 1
HUMAN RSRCS (incl LABOR R			22000 1						
MARKETING/MARK MGMT (RESR	25418 1	23500 4							
REAL ESTATE					18910 2				
COMMUNICATIONS			24000 1						
ELEMENTARY EDUCATION		10700 1							
HUMAN ECOLOGY (HOME ECONO			21000 1						
LETTERS (incl English, Li			22000 1						
CRIMINAL JUSTICE		20075 4	28140 1						
HISTORY			30000 1						
POLITICAL SCIENCE/GOVT		21500 2	21000 2		12000 1				
PSYCHOLOGY		21023 1	25000 1						
AEROSPACE & AERONAUTICAL							27332 1		
CHEMICAL								34675 4	37000 3
CIVIL					32000 1		28941 32 37440/26000	32729 14	34020 1
COMPUTER							34050 2		
ELECTRICAL/ELECTRONIC		30200 1	24500 2				31203 24 35000/27300	31250 2	32741 20 38850/27000
INDUSTRIAL							31000 2		31585 15
MECHANICAL			25500 2				30886 50 41000/25000	32739 3	33416 35 38000/30000
METALLURGICAL							32400 1		
ENGINEERING TECHNOLOGY							31090 2		26133 3

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
INDUSTRIAL TECHNOLOGY									21000 1
COMPUTER SCIENCE			22500 2						
ARCHITECTURAL & ENVIRONME							29200 1		
GEOLOGY & GEOLOGICAL SCI								29500 1	
MATHEMATICS			21500 2						

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT									44400 1
ECONOM & FINANCE (BANKING	28200 1								
HUMAN RSRCS (incl LABOR R									24000 1
MANAGEMENT INFO SYSTEMS	27933 3		22000 1						
JOURNALISM	19000 1								
POLITICAL SCIENCE/GOVT								27000 1	
AEROSPACE & AERONAUTICAL			28768 2	27500 1					
CHEMICAL	37450 2				35406 17	27248 2	37381 64 41000/34800	36236 9	38000 5
CIVIL		28522 1				28592 2		32900 5	30113 9
COMPUTER	33770 4		35833 3	26281 4		33967 3		29000 1	33000 1
ELECTRICAL/ELECTRONIC	33150 14	31610 23 37200/29500	32251 8	32993 8	35020 18	30785 9	36633 3	34122 42 39000/29900	31053 29 37500/27000
INDUSTRIAL					30533 3			31000 1	35340 2
MECHANICAL	30416 2	32293 6	33300 1	34414 5	33070 22 42000/27332	26792 2	36500 2	33529 57 38600/27800	32166 24 40000/28000
METALLURGICAL							31000 2		27332 1
NUCLEAR					27300 1				
ENGINEERING TECHNOLOGY	28800 1	34884 1	34500 1	26000 1					27500 1
INDUSTRIAL TECHNOLOGY						26700 1			
OTHER AGRICULTURAL SCIENC					35000 1	25500 1			
COMPUTER SCIENCE			31236 5					33500 1	
COMPUTER PROGRAMMING	30947 3		31200 1						
CHEMISTRY					18000 1		21000 1		
MATHEMATICS	28600 2			34000 1	32000 1				
POLYMER SCIENCE					32600 1				

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
MANAGEMENT INFO SYSTEMS	28000 1								
PSYCHOLOGY									15600 1
SOCIOLOGY	11520 1								
COMPUTER								28000 1	
COMPUTER SCIENCE								27600 1	
SYSTEMS ANALYSIS	22000 1								
ALLIED HEALTH	35000 1		22648 2						
HEALTH SCIENCES			22700 3				11648 1		11000 1
NURSING				29770 20 40000/24000					
PHARMACY						39122 40 44000/35000			
BIOLOGICAL									17910 2

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING	21023 1								
BUSINESS ADMIN (INCL MGMT		21023 1			23000 1	21240 2			
ECONOM & FINANCE (BANKING					28200 1		26933 3		
MANAGEMENT INFO SYSTEMS					27375 8	24194 9	29970 6		
MARKETING/MARK MGMT (RESR		15900 2	17000 1		28200 1				
COMMUNICATIONS	20195 1								
POLITICAL SCIENCE/GOVT			26000 1						
PSYCHOLOGY	19218 1	16333 3							
SOCIOLOGY	23000 1			18981 2					
SOCIAL SCIENCES-OTHER	19250 4	15000 1		14080 4					
AEROSPACE & AERONAUTICAL					27500 1				
CIVIL							28667 3		
COMPUTER					26250 2				
ELECTRICAL/ELECTRONIC					35000 1		32666 2		
MECHANICAL					33000 1				
ENGINEERING TECHNOLOGY					26500 3				
AGRIBUSINESS					16500 1				25500 2
NATURAL RESOURCES									17400 1
COMPUTER SCIENCE		18000 1			27751 25 34000/22200	29756 17	31045 11		
COMPUTER PROGRAMMING					27029 7		31000 1		
INFORMATION SCIENCES & SY					30400 7	27840 7	26407 6		
SYSTEMS ANALYSIS							31200 1		
ALLIED HEALTH		14688 1							

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
HEALTH SCIENCES	25000 1			16500 2					
BIOLOGICAL									13440 1
MATHEMATICS					29600 2	30000 1		28600 1	

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				23000 1					
BUSINESS ADMIN (INCL MGMT		28125 4	23167 3	21788 63 32400/18000					21000 2
ECONOM & FINANCE (BANKING		27089 9		22507 40 30000/19500	14000 1				
HOTEL/RESTAURANT MGMT.				21223 13					
HUMAN RSRCS (incl LABOR R		30400 2	25820 10	24000 1					22000 1
MANAGEMENT INFO SYSTEMS		32500 1		20867 3					
MARKETING/MARK MGMT (RESR		26000 1	24600 3	21818 45 38000/18000					26000 1
ADVERTISING				26000 1					
COMMUNICATIONS				20292 6					
JOURNALISM				17333 3					
ELEMENTARY EDUCATION									22098 57 26196/18000
PRE-ELEMENTARY EDUCATION									22035 7
PHYSICAL EDUCATION				19000 2					21350 7
SPECIAL EDUCATION									22548 7
HUMAN ECOLOGY (HOME ECONO				22000 1					19750 2
TEXTILES & CLOTHING				22099 11				24000 1	
MERCHANDISING MANAGEMENT				19433 3					
FOREIGN LANGUAGES									18850 1
LETTERS (incl English, Li			19400 2	20000 2		18500 1			20275 8
VISUAL & PERFORMING ARTS									21100 3
HUMANITIES - OTHER				27500 1		20000 1			
CRIMINAL JUSTICE						16500 1			
HISTORY		23000 1		19200 4					

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
POLITICAL SCIENCE/GOVT			20000 1	23478 9			25000 1		
PSYCHOLOGY			20820 1	22642 6					14000 1
SOCIOLOGY			24500 2	22000 5					
SOCIAL SCIENCES-OTHER				19567 3		17000 1			20320 3
CHEMICAL		32000 1							
CIVIL		31500 1		28500 2					
ELECTRICAL/ELECTRONIC		29167 3							
INDUSTRIAL				32000 2					
MECHANICAL		32200 4							
METALLURGICAL		34200 1							
AGRIBUSINESS				22500 1					
ANIMAL SCIENCES									19500 1
OTHER AGRICULTURAL SCIENC				21000 6					22700 1
COMPUTER SCIENCE		29083 6							22000 1
COMPUTER PROGRAMMING		32000 3							
INFORMATION SCIENCES & SY		29000 1		27150 2					
SYSTEMS ANALYSIS					24960 1				
ARCHITECTURAL & ENVIRONME	30000 1								
BIOLOGICAL							20000 1		18000 2
CHEMISTRY				30000 1			18700 1	31350 2	
MATHEMATICS		29214 7		35000 2	23212 6				19929 3
PHYSICS				27400 1					

AVERAGE SALARY OFFERS JULY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26283 213 35000/22000	23000 102 30600/18000	21107 48 26000/15500	21917 6	28583 6		17500 1	17500 2	25155 26 34000/18872
BACHELOR - TECHNICAL	27000 1	24025 4							30400 3

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	24264 11	22616 25 26000/20000	21961 19	19488 8	18000 2	14440 4	16504 4	21408 10	21250 4
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	21614 7	23460 23 33000/18000	22236 22 28200/21000	21991 9	25012 17	22250 2	23540 172 40000/18000	21150 2	22077 13
BACHELOR - TECHNICAL		30933 3	25500 1		31160 1		30031 15		16800 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	24473 3	20536 15	23613 15	20000 1	19205 4				32167 3
BACHELOR - TECHNICAL		30200 1	23500 8		32000 1		30439 115 41000/25000	32796 24 38400/28500	32597 78 41160/27000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	26200 5		22000 1					27000 1	
BACHELOR - TECHNICAL	32634 28 38400/27500	31748 31 37200/28522	32296 21 50000/28000	31432 20 37000/26252	33789 65 42000/27332	29822 20 37000/26252	36921 72 41000/34800	33865 116 39000/27800	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	19760 2								
BACHELOR - TECHNICAL	28500 2		22679 5	29770 20 40000/24000		39122 40 44000/35000	11648 1	27800 2	

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BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	20055 8	16689 7	21500 2	15714 6	27127 11	23657 11	28958 9		
BACHELOR - TECHNICAL	25000 1	16344 2		16500 2	27980 50 42000/22000	29229 25 38400/24000	29728 24 38000/26000	28600 1	20460 4

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27700 18	24096 22 34000/18000	21800 223 38000/18000	14000 1	18000 4	25000 1	24000 1	21700 100 27000/18000
BACHELOR - TECHNICAL	30000 1	30296 27 35900/28000		26541 17	23461 7		19350 2	31350 2	19998 8